

FIG.12

ex.
FOR 3 DAYS

KN

B FACTORY

A FACTORY (8 o'clock 9 o'clock 10 o'clock 11 o'clock 12 o'clock				
NAME OF MACHINE				
MACHINE A	JS ₁	JS ₁	JS ₂	
MACHINE B				JS ₂
MACHINE C				
⋮				

ORDER DATA (FOR STANDARD PRODUCTS)

ORDER INFORMATION	
INFORMATION CLASSIFICATION	INSTALLMENT NO= '1' WHEN "01", OTHERS "2"
RECORD CLASSIFICATION	VALUE= '1'
COMPANY NAME CODE	CMPNY CD
ORDER SECTION CLASSIFICATION	VALUE= '2'
ORDER MADE PLACE CODE	PRCHS TO CD
ORDER NO	ORDR NO
PAYMENT BY INSTALLMENTS NO	DVD DLVRY NO
INSTRUCTED DATE OF DELIVERY	CMD DLVRY DT
ORDER PLACED CODE	PRCHR CD
SK	SK
CATALOG NO	CTLG NO
SK NAME	TRAB SK.NAME_KANA
AMOUNT ORDERED	INSTALLMENT NO= "01" PO_QTY
AMOUNT DELIVERED	INSTALLMENT NO= "01" PO_QTY-PO_QTY
AMOUNT NOT DELIVERED	PO_QTY
UNIT PRICE	PO_UNNIT_PRC
AMOUNT	PO_AMNT
NAME OF PRODUCT	TRAB_TOOL_PRDCT.JPN_PRDCT_NAME_KANA
SHAPE CODE	PTRN CD
A SIZE	
B SIZE	
PRIVATE KEY	
CORENER R	
SPACE	SPACE
LIAISON ITEMS	CNCT_MNTN
CONSUMPTION TAX	CNSMP_TAX
ORDER PLACED DATE	PO_DT

FIG.15

ORDER DATA (FIXED TYPE)

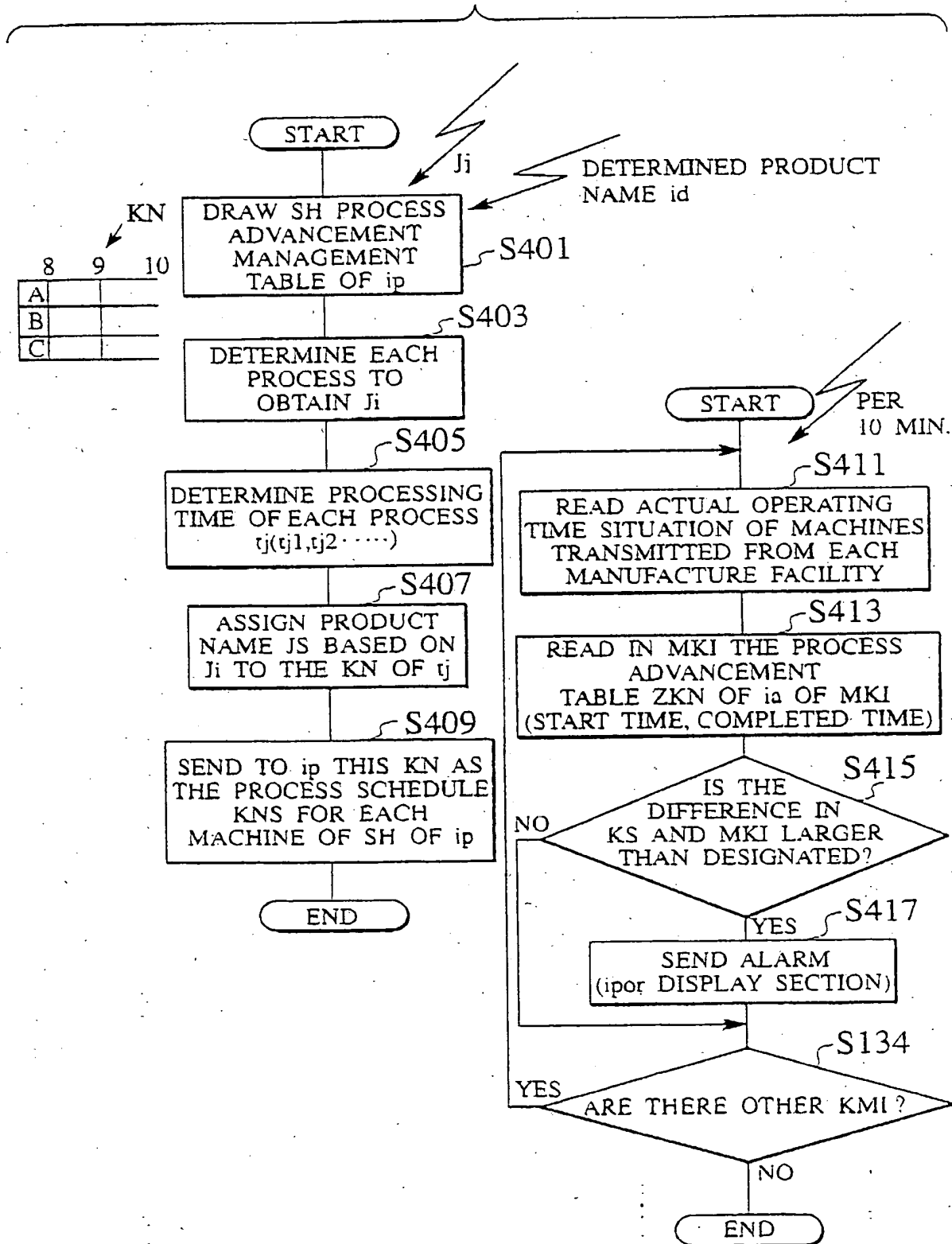
ORDER INFORMATION	
INFORMATION CLASSIFICATION	INSTALLMENT NO= '1' WHEN "01", OTHERS "2"
RECORD CLASSIFICATION	VALUE= '1'
COMPANY NAME CODE	CMPNY CD
ORDER SECTION CLASSIFICATION	VALUE= '2'
ORDER MADE PLACE CODE	PRCHS TO CD
ORDER NO	ORDR NO
PAYMENT BY INSTALLMENTS NO	DVD DLVRY NO
INSTRUCTED DATE OF DELIVERY	CMD DLVRY DT
ORDER PLACED CODE	PRCHR CD
SK	SK
Ci CATALOG NO	CTLG NO
SK NAME	TRAB SK.NAME_KANA
AMOUNT ORDERED	INSTALLMENT NO= "01" PO_QTY
AMOUNT DELIVERED	INSTALLMENT NO= "01" PO_QTY-PO_QTY
AMOUNT NOT DELIVERED	PO_QTY
UNIT PRICE	PO_UNNIT_PRC
AMOUNT	PO_AMNT
NAME OF PRODUCT	TRAB_TOOL_PRDCT.JPN_PRDCT_NAME_KANA
SHAPE CODE	PTRN CD
A SIZE	A_SIZE*100
B SIZE	B_SIZE*100
Ki PRIVATE KEY	FLX_KEY*100
CORENER R	CRNR_R*100
SPACE	SPACE
LIAISON ITEMS	CNCT_MNTN
CONSUMPTION TAX	CNSMP_TAX
ORDER PLACED DATE	PO_DT

1. *Principles of Mathematics*, by David Hilbert, 1903. This work is a foundational text in the foundations of mathematics, discussing the axiomatic method and the consistency of arithmetic.

Ki

mi.

FIG.20



1. *Staphylococcus aureus* (Staph. aureus) is a common cause of skin infections, such as impetigo and abscesses. It is also a leading cause of hospital-acquired infections, including pneumonia and bloodstream infections.

WORK NO: 0554997001 DELIVERY DATE: 19981102 FACTORY CODE: S002 FACTORY NAME: APPROTEC

FIG. 27

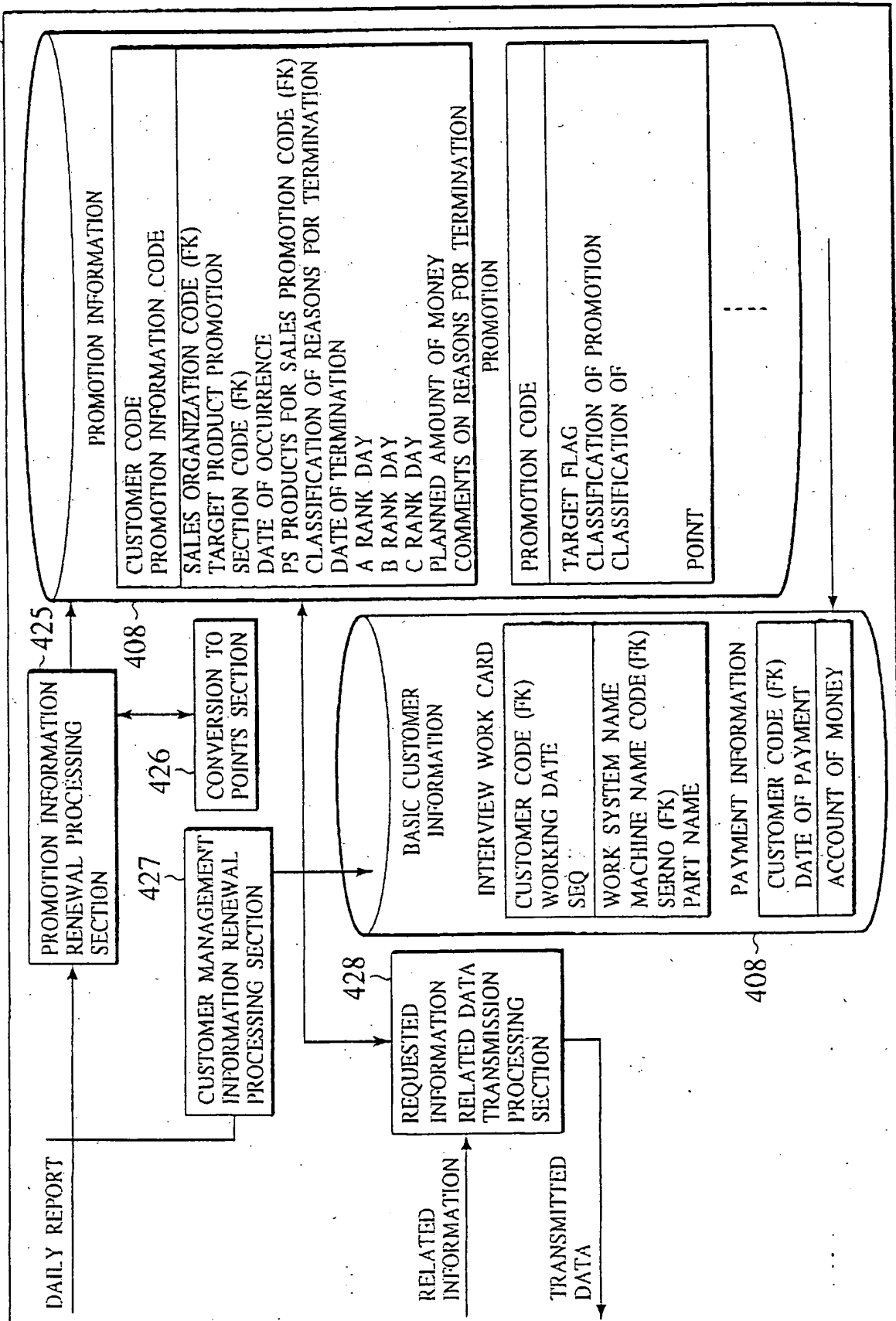


FIG.28

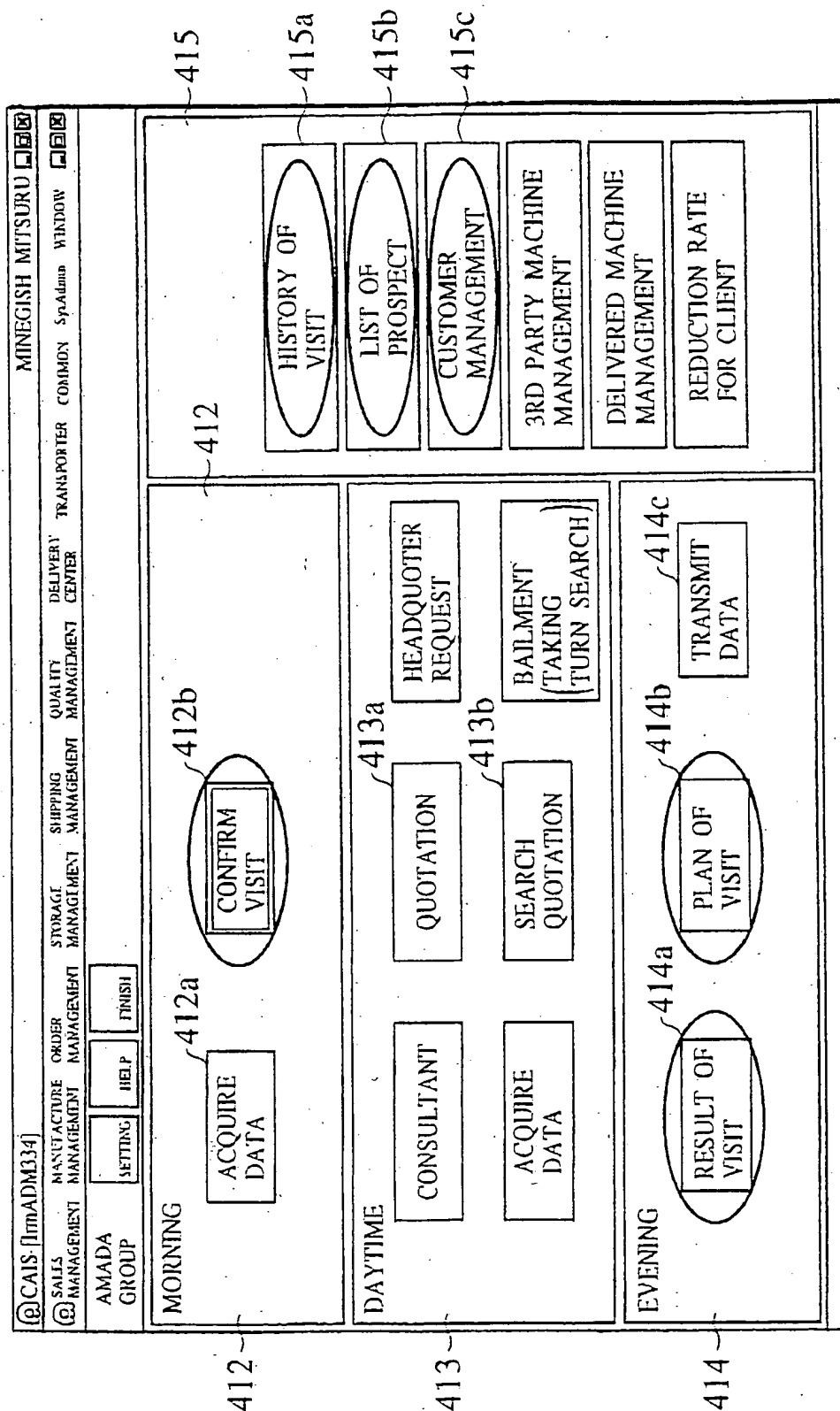
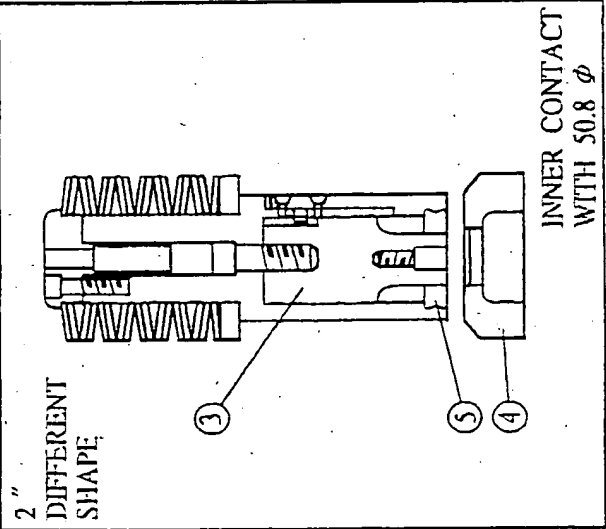


FIG.29

PART LIST

1/1



2" DIFFERENT SHAPE

INNER CONTACT WITH 50.8 ϕ

SPECIFICATION DETAILED VIEW

No.	PRODUCT NAME	PRICE	NUMBER
01	SET ASSY	XX,XXX	
02	PUNCH ASSY	XX,XXX	
03	PUNCH BODY	XX,XXX	
04	DIE	XX,XXX	
05	STRIPPER PLATE	X,XXX	

NOTE

SELECTION

CLOSE

FIG.30

MDI APPLICATION [Macintosh]

FILE(E) EDIT(E) WINDOW(W) HELP(H)

AMADA GROUP

HELP

CUSTOMER'S NAME

PROSPECTIVE TYPES DIVISION PRICE

COMPETITOR EXIST

☒ OLD CUSTOMER VISIT

☐ NEW CUSTOMER SEEK VISIT

☒ CHECK FACTORY

☒ MEETING WITH PRESIDENT (AUTHORITY)

☐ FOCUS PROMOTION

DEMONSTRATION (REACTION)

☐ SAMPLE PROCESS RESERVATION

☐ VIDEO RESERVATION

☐ DEMO CAR RESERVATION

☒ EXHIBITION RESERVATION

☐ SEMINAR RESERVATION

☐ P&P RESERVATION

☐ USER GUIDE RESERVATION

☐ HEALTH CHECK RESERVATION

ACCOMPANY

☒ HEAD MANAGER ACCOMPANY

☒ PS ACCOMPANY

☐ CE ACCOMPANY

☐ HEAD OFFICE ACCOMPANY

☐ USER ACCOMPANY

TENYU, SUKEI

DRAWINGS

☐ RECEIVE 3 VIEW DRAWINGS

☐ DELIVER 3D DRAWING

DEMONSTRATION (INTEREST)

☐ SAMPLE PROCESS COMPLETED

☐ VIDEO COMPLETED

☐ DEMO CAR COMPLETED

☒ EXHIBITION GUIDE COMPLETED

☐ SEMINAR COMPLETED

☐ P&P COMPLETED

☐ USER GUIDE COMPLETED

☐ HEALTH CHECK COMPLETED

☐ EXHIBITION CONTRACT

MEETINGS

☒ DELIVER SAMPLE ESTIMATE

☐ DISCUSS TRADE-IN PRICE

☐ DISCUSS PROCESS CAPACITY

☐ DELIVER COMPETITOR COMPARISON TABLE

☐ DISCUSS SPECIFICATION

☐ DISCUSS DELIVERY DATE

☐ DISCUSS INSTALL LOCATION (LAYOUT)

☐ DISCUSS PRICE

BAILMENT (FINAL MEETING)

☐ AMADA LOAN/LEASE PROPOSAL

☐ INCREASE PROFIT PROPOSAL

☐ FACTORY ANALYSIS/DIAGNOSIS

☐ FINAL ESTIMATE SUBMIT

☐ FINAL PRICE PAYMENT

☐ SETTLED SPECIFICATION

☐ SUBMIT/RECEIVE

☐ BAILMENT CONTRACT

☐ BAILMENT DELIVER

☐ CHECK WHEN REGISTERED

SAVE

CANCEL

RESULT

FIG.31

Visit plan (TARGET EXTRACTION)

AMADA GROUP

HELP

FINISH

PERSON IN CHARGE: TOYOTA TAKASHI

NOVEMBER 25

NOVEMBER 26

NOVEMBER 27

NOVEMBER 28

NOVEMBER 29

NOVEMBER 30

DECEMBER 01

1 E Co., Ltd

2 O Co., Ltd

3 M Co., Ltd

4 O Co., Ltd

5 S Co., Ltd

PLAN DELETE

NOVEMBER 25

NOVEMBER 26

NOVEMBER 27

NOVEMBER 28

NOVEMBER 29

NOVEMBER 30

DECEMBER 01

1 E Co., Ltd

2 O Co., Ltd

3 M Co., Ltd

4 O Co., Ltd

5 S Co., Ltd

00 PRESS

00 SYSTEM

00 PUNCHING

00 BENDING

00 TOOL

00 FA

00 SOFT

00 OIL

00 REPLACE

00 BUSINESS

00 SCALE

00 MACHINE

00 TYPE

00 OTHER

00 LASER

00 SYSTEM

00 PUNCHING

00 BENDING

00 TOOL

00 FA

00 SOFT

00 OIL

00 REPLACE

00 BUSINESS

00 SCALE

00 MACHINE

00 TYPE

00 OTHER

60 CASES

CUSTOMER NAMES

SHEET METAL

PRESS CUTTING

ANT VISIT

PAYMENT

POSSIBLE MACHINE

POINT

1 A Inc.

2 B

3 C Co., Ltd.

4 D Co., Ltd.

5 D Co., Ltd.

6 E Co., Ltd.

7 F Inc.

8 C Co., Ltd.

9 H Co., Ltd.

10 I Co., Ltd.

11 K Co., Ltd.

12 K Co., Ltd.

13 M Co., Ltd.

14 N

15 O

16 P Co., Ltd.

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

YES WITHIN 1

STANDARD

NO WITHIN 3

OUT

AIR BLOW

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

NO WITHIN 3

NO NOTHING

[VISIT]

YES WITHIN 1: VISIT WITHIN 1 MONTH; YES WITHIN 3: VISIT WITHIN 3 MONTH

NO WITHIN 3: NO VISIT WITHIN 3 MONTH

[PAYMENT]

NO: NO PAYMENT; 1 OUT: TO TERMINATE MORE THAN 1 YEAR LATER

(UNSETTLED PAYMENT)

[POSSIBLE MACHINE]

IF THERE ARE POSSIBLE MACHINE TO BE BOUGHT, DISPLAY POINTS

AND IMPLEMENTING PROCESS

FIG.32

451

		NOVEMBER 27	NOVEMBER 28	NOVEMBER 29	NOVEMBER 30	DECEMBER 01	DECEMBER 02	DECEMBER 03	PLAN DELETE
1	M Co., Ltd.	V Co., Ltd.	V' Co., Ltd.	X Co., Ltd.					
2	H Co., Ltd.	Z' Co., Ltd.							
3									

TABLE	SAMPLE PROCESS COMPLETED	SEMINAR COMPLETED	EXHIBITION COMPLETED	BAILMENT CONTRACT	SAMPLE ESTIMATION PROVIDED	EXHIBITION CONTRACT	WAIT TOOL AGREEMENT REACH	PRINT
38 UNITS								

	CUSTOMER NAMES	NAME OF MACHINE	POINT	AMOUNT OF MONEY	COMPETITION	OLD	NEW
1	AMADA YACHIYO CENTER	NCT	4	0			
2	T Co., Ltd.	RG80	3	1000	YES		
3	T Co., Ltd.	AIR BLOW		50			
4	T Co., Ltd.	SINGLE TOUCH		0			
5	U Inc.	SINGLE TOUCH		0			
6	E Co., Ltd.	SPECIAL TYPE		0			
7	E Co., Ltd.	DB610	4	0			
8	F Inc.	SINGLE TOUCH		0			
9	M Co., Ltd.	AIR BLOW		0			
10	M Co., Ltd.	AIR BLOW		200			
11	M Co., Ltd.	ABC	14	0			
12	V Co., Ltd.	1W45	1	0			
13	W Co., Ltd.	QWEQDQWEDWQ		0			
14	X Co., Ltd.	AIR BLOW		0			
15	X Co., Ltd.	CSW220	3	0			
16	X Co., Ltd.	AIR BLOW		1000			

FIG.33

COMPANY NAME AMADA YACHIYO CENTER TELEPHONE NUMBER 0463-73-3217

ADDRESS YACHIYO-SHI, YAMATO-SHINDEN, 122-27, AKITA-SHI, SHIN-TOSHI KOGYO-DANCHI

CONFIRMATION (O) CANCEL

UNIT OF MOTION 35 ZOOM 5

MOVE UPWARD

MOVE LEFT

USER SPECIFIED ON THE PREVIOUS SCREEN IS SHOWN AT THE CENTER

8000m

KAWAGUCHI-KO FUJIYOSHIDA-SHI YAMANAKA-KO GOTENBA-SHI

IBM SALES OFFICE CODE	IBM CUSTOMER CODE	COMPANY NAME
▶ 310	0100004	AMADA YACHIYO CENTER
310	0100005	AMADA CHIBA NORTH GS
310	0100101	AMADA METRECS CHIBA NORTH GS
310	0100107	AMADA METRECS EDOGAWA CENTER
310	0100108	AMADA METRECS CHIBA EAST CENTER

①

Color: signal selected in the previous screen, <<click>>

- The shape changes from circle to square.
- In the list below the map, the color of user changes to blue.

Unit of motion to the right and left and upward and downward can be specified

Magnification is specified (enlarge or reduce)